

Professional Resume: Timothy Cobb - Real Estate Acquisitions Specialist

A comprehensive overview of Timothy Cobb's career in real estate, highlighting his expertise in acquisitions, financial modeling, and development across diverse asset classes, with a proven track record of executing over \$150M in cumulative deal volume throughout Florida and the Southeastern United States.



Timothy serves as the sole director of Acquisition CRE, overseeing the sourcing, evaluation, and approval of all development opportunities, as well as equity procurement. With over a decade of focused experience in urban infill development, he is widely respected for delivering high-quality residential, mixed-use, and commercial projects both ground-up and repositioned. Under his leadership, Acquisition CRE has become known for its innovative approach and unwavering commitment to excellence. The recent launch of Cobb Capital Partners marks a strategic expansion, positioning the firm for continued success in an increasingly dynamic market. The additional capital raised will support future deal flow amid evolving market conditions.

Professional Summary

Timothy Cobb is a versatile and results-driven real estate professional with over 8 years of specialized experience in acquisitions, financial modeling, and real estate development. Throughout his career, he has built a proven track record in underwriting, structuring, and executing over \$150M in cumulative deal volume spanning multiple asset classes including multifamily, retail, office, and land.

Based in Florida, Timothy has established himself as an expert in sourcing off-market opportunities, optimizing capital structures, and driving profitable investment outcomes across Florida and the Southeastern United States. His analytical approach to real estate investment has consistently delivered value for clients and partners, particularly in identifying distressed and value-add opportunities with significant upside potential.

Timothy combines his technical expertise in feasibility analysis and joint venture structuring with a mission-first mindset developed during his military service. His comprehensive understanding of both stabilized and distressed asset classes, along with his veteran leadership qualities, positions him as a valuable asset to any real estate investment or development organization seeking strategic growth and portfolio optimization.

Core Skills & Expertise



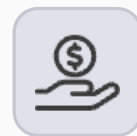
Financial Analysis & Modeling

Expert in comprehensive real estate underwriting, cash flow modeling, and investment analysis across multiple asset classes. Skilled in creating detailed pro formas that accurately project returns and identify potential risks and opportunities.



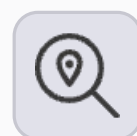
Joint Venture & Partnership Development

Experienced in creating and managing joint venture relationships with diverse capital partners including family offices, high-net-worth individuals, and institutional investors. Skilled negotiator with attention to alignment of interests.



Acquisitions & Deal Structuring

Specialized in identifying and executing value-add and distressed acquisitions. Proven ability to structure complex capital stacks including GP promotes, preferred equity positions, and optimal debt placement.



Market Research & Asset Repositioning

Adept at conducting detailed market research to identify emerging opportunities and trends. Strong track record in developing comprehensive repositioning strategies to maximize asset value and operational performance.

Timothy's technical expertise extends beyond traditional acquisition functions to include development feasibility assessment, entitlement analysis, and CRM implementation for pipeline management. His holistic understanding of the real estate investment lifecycle allows him to add value at every stage of the acquisition and asset management process.

Professional Experience

Acquisition CRE - Founder & Consultant (2018 - Present)

As the founder of his own real estate consultancy, Timothy has originated, underwrote, and advised on multifamily and mixed-use acquisitions totaling over \$100M in Florida and the Southeast. He specializes in structuring capital stacks for value-add and distressed assets, including negotiating GP promote terms, arranging preferred equity, and securing appropriate debt placement.

A significant part of his work involves developing comprehensive investment memoranda, detailed pro formas, and persuasive pitch materials that have been successfully used to raise capital from family offices, high-net-worth individuals, and co-GP investment groups. His strategic approach identifies assets 20-30% below peak value and implements repositioning strategies that stabilize operations and substantially enhance asset value.

Tiber Capital Group - Acquisitions Associate (2021 - 2022)

At Tiber Capital Group, Timothy built an impressive pipeline of over 75 off-market acquisition targets, conducting full-cycle underwriting and comprehensive market evaluation for each opportunity. He worked closely with general partners on due diligence, investor presentation decks, and financing packages for active acquisitions. Through the development of standardized modeling templates and CRM integration, he increased the firm's underwriting throughput by 30%, significantly improving operational efficiency.



Texas Icon Capital - Real Estate Consultant (Sep 2023 - Oct 2024)

During his tenure with Texas Icon Capital, Timothy provided sophisticated financing solutions for both fix-and-flip operators and long-term hold investors. He successfully closed loans across more than 10 states, focusing on single-family residential and small multifamily properties. His advisory role included consulting on risk-adjusted returns and cost of capital considerations, ensuring optimal alignment between short-term debt structures and project-level outcomes.



Additional Professional Experience

Horvath & Tremblay - Investment Associate (2021 - 2022)



During his time at Horvath & Tremblay, He was instrumental in delivering real-time market intelligence and capitalization rate comparables to help investors secure optimal yield and achieve balanced portfolio allocations. His analytical contributions directly supported the firm's transaction volume and client satisfaction metrics.

U.S. Navy - Communications Specialist (2008 - 2014)



As a Communications Specialist in the U.S. Navy based in Virginia Beach, Timothy managed critical radar, communications, and navigation systems for Naval operations. His exemplary service earned him the Naval Achievement Medal for performance under mission-critical conditions. Additionally, he trained and led technical teams in system diagnostics and electronic repair, developing leadership skills that continue to inform his professional approach and work ethic.



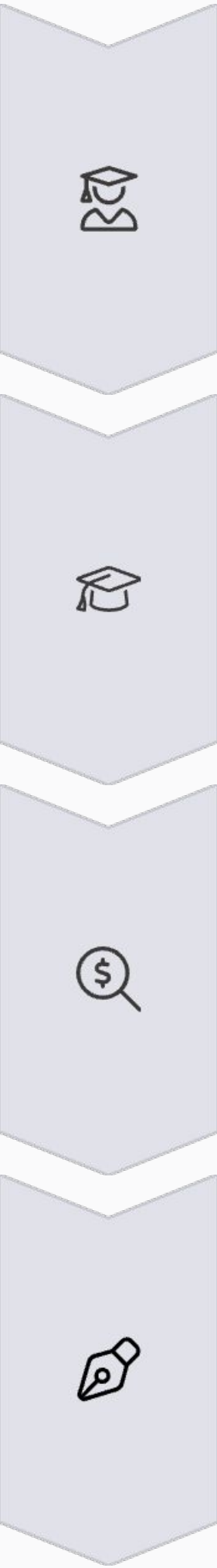
CitiSculpt, LLC - Development Associate (2017 - 2018)

At CitiSculpt, Timothy contributed to land planning, feasibility studies, and entitlement work for commercial mixed-use projects throughout North Carolina. His responsibilities included creating detailed development pro formas and collaborating effectively with city planners and architects to streamline zoning approvals. This role strengthened his understanding of the development process from initial concept through entitlement and pre-construction phases.

Throughout these diverse roles, Timothy has consistently demonstrated his ability to adapt to different organizational cultures while maintaining a focus on delivering measurable results. His progression from military service to specialized real estate functions showcases his versatility and commitment to professional growth.

Education & Continuous Learning

Timothy has pursued a robust educational path specifically tailored to real estate development, finance, and business management. His academic credentials demonstrate a commitment to continuous learning and specialized knowledge acquisition that directly supports his professional practice.



Texas A&M University

Master of Architecture – Land Use Planning & Development (2025). This advanced degree will further enhance Timothy's understanding of the built environment, land use optimization, and development planning processes.

University of Florida – Warrington College of Business

Master of Business Administration (MBA) with concentration in Finance (2019). This program strengthened Timothy's financial analysis capabilities and business management skills, with particular focus on investment strategies and corporate finance.

UNC Charlotte – Childress Klein Center for Real Estate

Master of Science (MS) in Real Estate Finance & Development (2018). This specialized degree provided comprehensive training in real estate investment analysis, development processes, and market evaluation techniques specific to commercial real estate.

Campbell University – Lundy-Fetterman School of Business

Bachelor of Business Administration (BBA) in Marketing (2017). Timothy's undergraduate education established a foundation in business principles, market analysis, and consumer behavior that informs his approach to asset positioning and value creation.

Timothy's educational background reflects a thoughtful progression from foundational business knowledge through increasingly specialized real estate education. His current pursuit of an additional master's degree demonstrates his commitment to remaining at the forefront of industry practices and expanding his expertise into complementary domains of land use planning and architectural development.

Investment Approach & Philosophy

Timothy's investment philosophy combines rigorous analytical methods with strategic market insights to identify opportunities others might overlook. His approach is characterized by several key principles that have guided his successful track record in real estate investment and advisory services.

Value Identification

Targeting assets 20-30% below peak value with identifiable operational inefficiencies or repositioning potential

Optimized Exit Strategy

Proactively planning asset disposition timing and strategy to maximize investor returns



Risk-Adjusted Analysis

Applying sophisticated financial modeling to balance potential returns against project-specific and market risks

Strategic Partnerships

Creating aligned interests through thoughtfully structured joint ventures and capital partnerships

Disciplined Execution

Implementing clear operational improvement plans with defined milestones and performance metrics

Timothy's investment approach is particularly effective in identifying value-add opportunities in transitional markets and distressed situations. By combining detailed market research with creative capital structuring, he has consistently delivered solutions that align investor requirements with project-specific circumstances. His military background has instilled a disciplined approach to risk management that serves as a foundation for his investment decisions.

In practice, this philosophy translates to a balanced portfolio approach that may include immediate cash-flowing assets alongside more opportunistic investments with higher return potential. Timothy's ability to communicate complex investment scenarios in clear terms has been instrumental in helping capital partners understand both the opportunities and risks inherent in various real estate strategies.

Contact & Professional Engagement

Professional Contact Information

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- Website: Acquisition CRE

Areas of Professional Interest

- Value-add multifamily and mixed-use acquisitions
- Distressed asset turnaround opportunities
- Joint venture partnerships with aligned investors
- Development and redevelopment projects in growth markets
- Portfolio optimization and strategic asset management

Timothy welcomes discussions regarding potential acquisition opportunities, joint venture partnerships, and consulting engagements related to real estate investment and development. His particular focus remains on multifamily, retail, and mixed-use assets in Florida and the Southeastern United States, though he evaluates opportunities nationwide based on specific investment criteria and risk-adjusted return potential.

In addition to his transaction-focused work, Timothy is available for advisory services related to portfolio strategy, capital structure optimization, and market entry analysis for investors seeking exposure to Southeastern real estate markets. His comprehensive understanding of both the investment and development sides of commercial real estate provides a valuable perspective for organizations at various stages of the real estate lifecycle.

Timothy combines his Naval Achievement Medal-winning military discipline with sophisticated financial analysis to deliver exceptional value for real estate investors and development partners. His mission-driven approach and commitment to continuing education reflect his dedication to excellence in all professional endeavors.